

FISSP ATTENDEES TO JUNE 9/10 CONFERENCE
as of 6/2/88

ATTENDEES *81 '80*

ADVANCED TECHNOLOGY	LARRY CAMPBELL
	LAURA CLARKE
	TERRY PARKER
	PHIL WALKER
AMERICAN MANAGEMENT SYSTEMS	RICK BRUMBAC
	HARRY CONTOS
	DEBRA DELMAR
ARTHUR ANDERSEN & CO.	STEVEN H. GOODMAN PRINCIPAL
	COREY TORRENCE
	G. THOMSON ROSS PARTNER
	STANLEY J. GUTKOWSKI PARTNER
AT&T FEDERAL SYSTEMS	JOAN D. HOGARTH BUSINESS PLANNER
	JOAN RAFFERTY STRATEGIC PLANNER
	H. WAYNE PACINE DISTRICT MANAGER, STRATEGIC PLANNING
BECHTEL EASTERN POWER CORP.	NICK McDUFFIE MANAGER, INFO TECH SALES



BOEING COMPUTER SERVICES

BARBARA FLAHERTY

PAUL PROSSWIMMER
MGR MARKETING INFO

J.P. RICHARD
MGR, NEW BUSINESS
DEVELOPMENT

JAMES L. SMITH
DIRECTOR NEW BUSINESS
DEVELOPMENT

BOOZ-ALLEN & HAMILTON

SHEILA BARRY

DONNA DUKA

GEORGE WATSON

CINCINNATTI BELL CORP

DEBORAH SULLIVAN
STRATEGIC PLANNER
201 E. 4TH ST., 102-820
CINCINNATTI, OH 45202

COMPUTER SCIENCES CORP

PETER CORTE

WAYNE KELLEY

ONE OTHER PERSON

CONTEL FEDERAL SYSTEMS

WALTER A. KENNEDY
MARY ELLEN KORPAN
CORINNA SLEPIAN



CONTROL DATA CORPORATION

JOE DALTON
PROGRAM MGR, MARKETING

BOB CUNIUS
PROGRAM MARKETING MGR
6003 EXECUTIVE BLVD.
ROCKVILLE, MD 20852-3860
301-468-8067

LARRY DYER
PROGRAM MARKETING MGR
301-468-8582

DIGITAL EQUIPMENT CORP

LINDA WOODS

ELECTRONIC DATA SYSTEMS

E.J. DALE

SCOTT PARKER

JIM POISANT

GRUMMAN DATA SYSTEMS

JOHN FARRELL

JUDY CAVANAUGH
SENIOR MARKET ANALYST

IBM

R.J. BLANKEN
SR. MARKETING REP
3700 BAY AREA BLVD.
HOUSTON, TX

IBM FS-SID

RON MELDAU

KEN HAMRICK

DOUG WILDER

IBM SID

VINCE OBSITNIK

INPUT OUTPUT COMPUTER
SERVICES

BOB FLANAGAN
JOHN BUCK

VICTORIA FORE

GREGORY SHAW



LITTON COMPUTER SERVICES

RALPH BAIN
DIRECTOR OF
ADVANCED PROGRAMS

KEITH ERDMAN
WDC MARKETING MANAGER

JAMES J. HEIGL, JR.
GENERAL MANAGER

GAYLE WILLIAMS
MANAGER, FEDERAL MARKETING

MARTIN MARIETTA

ED COLBERT

MCDONNELL DOUGLAS

DENNIS BREKHUS

JULIA SUSMAN

MCDONNELL DOUGLAS/TYMNET RUSS SERVICE

NATIONAL COMPUTER SYSTEMS NANCY RONGAUS

RON GARNES

LAWRENCE LAWSON

NETWORK SOLUTIONS

DEBBIE FULLER

KAREN CROUSE

OAO CORPORATION

ROBERT E. LOHFELD
SR VP STRATEGIC
PLANNING GROUP
7500 GREENWAY CENTER
GREENBELT, MD 20770-3585
301-345-0750

EILEEN M. MOWLE

WILLIAM HILL

PLANNING RESEARCH CORP

ALLEN BALDINGER

PROCONSUL

DON HEWITT
6150 LOCH RAVEN DRIVE
MCLEAN, VA 22101-3130



SAIC	MIKE DANIELS VICE PRESIDENT
SYSCON CORPORATION	HENRY V. DI NUNZIO, JR. SR. VICE PRESIDENT 484 VIKING DRIVE, STE 200 VIRGINIA BEACH, VA 23452
	JAY HARGROVE 2828 PENNSYLVANIA AVENUE, N.W. WASHINGTON, DC 20007
	JACK OVERCASH 3990 SHERMAN STREET SAN DIEGO, CA 92110
SYSTEMHOUSE FEDERAL SYSTEMS GROUP	JAMES E. DUGAY KEN JONES BILL LINDSAY
TECHNOLOGY SOLUTIONS, INC	GEORGE A. THOMPSON PRESIDENT GARY R. STEVENS VICE PRESIDENT
U.S. WEST	ASH BIZZUL
UNISYS	DICK KEATING
UNISYS DEFENSE SYSTEMS	CYNTHIA HULL MANAGER, STRATEGIC PLANNING RAYMOND KANE DIRECTOR OF MARKETING, GOVT SERVICES DIV.
	P. RAY MCINNIS DIRECTOR OF MARKETING MAJOR PROGRAMS
UNISYS FEDERAL PRODUCTS	CHUCK COVEY JIM TULLY VICKY WOLCOTT

(F155PLST)



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JUN 9 1988

FEDERAL INFORMATION SYSTEMS AND SERVICES PROGRAM CONFERENCE

Providing Solutions to Federal
Information Processing Problems

JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name Bob Stewart Title DISTRICT MTR - Fed Govt Svcs

Company Name AT&T

Address 55 CIRCUIT DR, RM 82-31213 City Bridgewater, NJ

Phone 201-658-2790

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Mike Durr, MTR, Fed Govt Svcs

Dave Bateman, MTR, Fed Govt Svcs

Enclosed is a check for the additional attendees.

Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
Each additional attendee is \$150.00.

Please return this form by May 26, 1988 to:

Jan McDaniel, Marketing Manager
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1280 Villa Street
Mountain View, CA 94041-1194

"TURMI"

Спеціалізовані консультації та підтримка відповідно до закону

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Federal Information Systems and Services Program Conference
June 9-10, 1988
Marriott Tysons Corner
McLean, VA

Providing Solutions to Federal Information Processing Problems

~~Preliminary Agenda~~

Thursday, June 9

8:30-9:00 Registration - Continental Breakfast Room: SALONS E/F

9:00-9:15 "Welcome" - John E. Frank, Vice President, INPUT

9:15-10:05 "Federal Information Technology Forecast" - John E. Frank

10:05-10:20 *Break*

10:20-11:10 "Industry's Role in Federal Information Processing" - *MANAGING CHANGE IN INFORMATION TECHNOLOGY*
Francis A. McDonough, Deputy Commissioner for Federal IRM, General Services Administration

11:10-11:25 *Break*

11:25-12:15 "Directions in Large Systems Integration" - *SENIOR ASSOCIATE*
Dr. Paul Oliver, Vice President, *BOOZ-ALLEN & HAMILTON* Scott McCloskey, *PRINCIPAL*

12:15-1:30 *Lunch* Room: RAFFLES

1:30-2:20 "Information Processing at NASA" -
Russell Rice, Director, ADP Management and Policy Division, NASA

2:20-2:35 *Break*



"The Technology Marketplace in the Metropolitan Washington Area"

2:35-3:25 "An Overview of the Technology Marketplace" -
Esther Smith, Publisher,
WASHINGTON TECHNOLOGY

3:25-3:40 *Break*

3:40-4:30 "Software Management Issues" -
Brenda Mismas, Software Project Manager,
General Services Administration

-- Obsolescence VERSUS Wellness "

4:30-4:40 *Break*

4:40-5:15 FISSP Dialogue - 1989 Research
James KERRIGAN, Director Federal Program
5:15-7:00 Wine and Cheese Reception *Cocktail Reception* room: Falls Church, *Hendon*

Friday, June 10, 1988

8:30 - 9:00 Continental Breakfast

room: SALONS EF

9:00-9:50 "Navy's Future in Information Systems" -
Admiral Harry R. Quast, *USN*, Director, IRM
U.S. Navy

9:50-10:05 *Break*

10:05-10:55 "Networking - The Solution... And the
Challenge" -
John J. Lane, Vice President, Network
Systems Division, COMPUTER SCIENCES
CORPORATION

10:55-11:10 *Break*

11:10-12:00 "The Securities and Exchange Commission EDGAR
Project" -
Marty Brown, Partner, ARTHUR ANDERSEN
Harry Schloeg, Principal

12:00-12:15 "Conference Wrap Up" -
John E. Frank, INPUT

12:15 *Lunch* room: RAFFLES

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INPUT

- ~~Jim~~ Brown
- Barbara Fisher
- Toby Fox
- John Frank
- Jim Kerrigan
- John Marah
- Chris ~~McNamee~~ Miller
- David Kuckel
- Jon McDaniel
- Maureen Schreiber

Francis A. McDonough
General Services Administration

John J. Lane
Computer Sciences Corporation

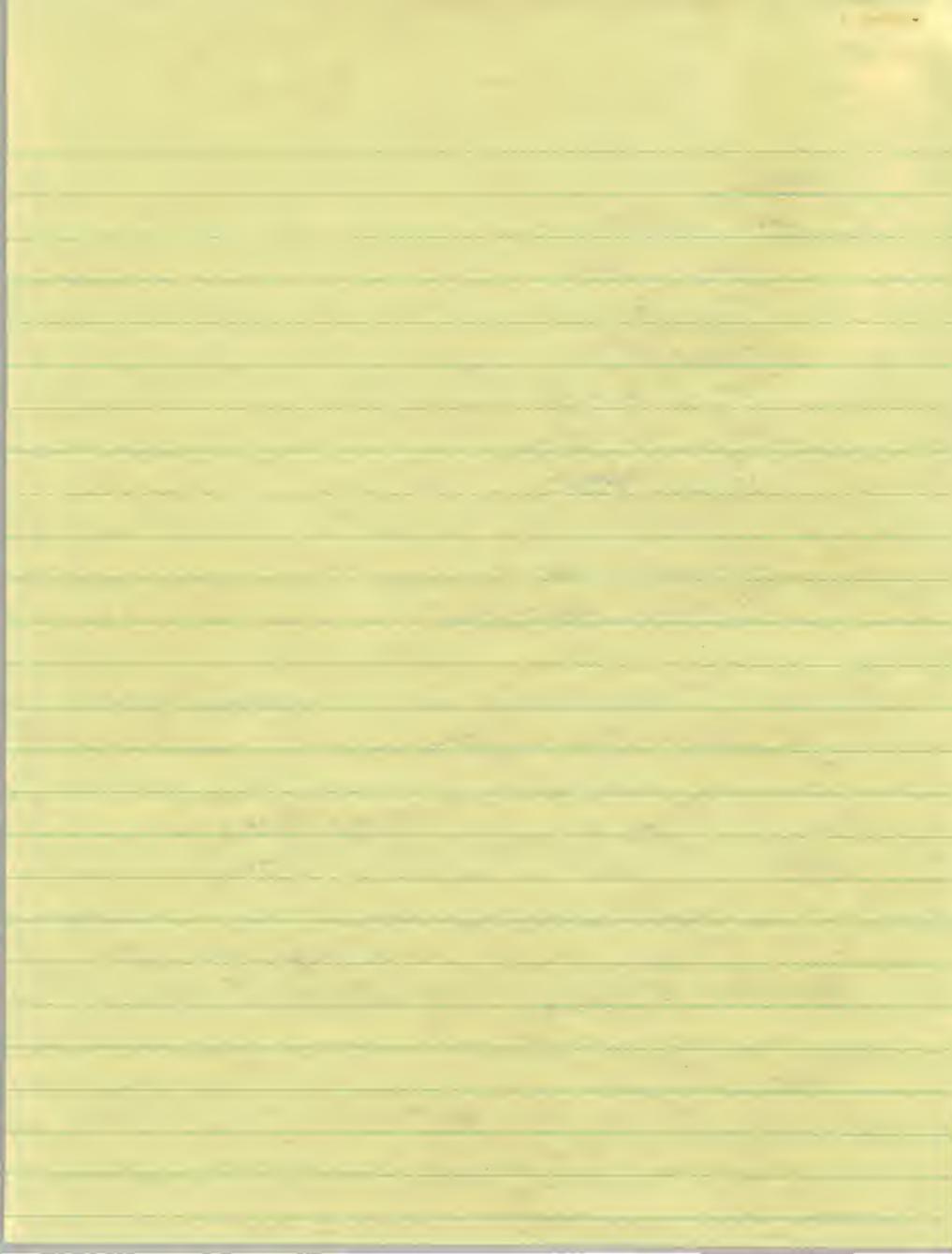
Russell Rice
NASA

Harry R. Quest
U.S. Navy

Esther Smith
Washington Technology

Harry Schlough
Arthur Andersen

Brenda Misina
General Services Administration



B. SCOTT MCCORD

Mr. McCord, a senior associate at Booz, Allen & Hamilton Inc., received a B.S. degree in Mathematics and Applied Science from the Naval Academy and an M.S. degree in Computer Science from the U.S. Naval Postgraduate School.

Mr. McCord has 10 years of professional experience in computer and communications systems including local and wide area network analysis, software engineering and data base design, Department of Defense (DOD) and commercial data communications, computer system analysis and acquisition, information system design, software and hardware economic analysis, software quality assurance, system life-cycle management, software development, quality assurance, and independent verification and validation (IV&V). Mr. McCord also has experience in more than 10 programming languages and data base management systems on mainframes, minicomputers, and microcomputers. Mr. McCord is familiar with the implementation of information systems in Air Force and other DOD environments and the development of local area network (LAN) and information standards.

At Booz, Allen, Mr. McCord is leading an 11-year, \$30 million contract to implement an IBM 9370-harcel information system for the Marine Corps using Oracle and VM center in worldwide SNA networks. The system will provide improved management capabilities for Marine Corps real property assets at 16 major sites worldwide.

For the Worldwide Military Command and Control System Information System Joint Program Office, Mr. McCord led the design of a system to translate documents between incompatible word processors. The system was designed to translate documents between native formats through an interim format based on the Navy's document interchange format, implemented on a VAX 11/780 in Ada, and used through the Defense Data Network.

Previously, Mr. McCord led an analysis of the use of two electronic mail systems and their effects on productivity in Defense Communications Agency (DCA): a metropolitan-based system implemented on Wang VS systems using Mailway and a worldwide system implemented on a BBN C/70 and attached to the Defense Data Network. The methodology was based on National Bureau of Standards Special Publication 500-72 and was transferred to and documented in a DCA pamphlet distributed to justify office automation needs.

For a European shipping company, Mr. McCord directed the preparation of a business system information plan, identification of missing strategic systems, recommendations for migration of an ADP equipment base, and development of a 5-year



management information system plan.

For a regulated subsidiary of an independent telephone company, Mr. McCord supervised the development of standard procurement policies and procedures for the acquisition of commercial software products and development services to build internal systems. The assignment focused on project management standards for large software development efforts.

Mr. McCord also led a requirements analysis of a computer research system for a large Wall Street firm to support the trading of fixed-income securities. The analysis included functional and performance requirements identification, communication requirements, architecture formulation, vendor evaluation, and short- and long-term planning.

Before joining Booz, Allen, Mr. McCord was a principal engineer at an engineering consulting firm where he provided program support and software quality assurance for the Air Force prototype jet engine diagnostic system of the Air Force Logistics Command. The prototype was implemented in FORTRAN on a PDP 11/70, with graphic displays to portray engine health and communicated with a remote AMDAHL 470/V7. Program support included preparing input for program objective memoranda and life-cycle management in accordance with DOD STD 7935.1 and Air Force regulations (AFRs) 300-12 and 300-15.

For the Air Logistics Center at San Antonio, Texas, Mr. McCord performed an economic analysis of computer and communication system alternatives to support the Air-Force-wide Nondestructive Inspection Program. This analysis was conducted in accordance with AFR 178-1 and AFP 178-8.

Mr. McCord supervised the technical aspects of many DOD projects including:

- IV&V of the Electronic Warfare Automated Integration System Facility at the Warner Robins Air Logistics Center
- Requirements analysis of the Air Force Logistic Command's stock control and distribution system
- Interface control documents for the Air Force's comprehensive engine management system
- Analysis tools and risk analysis for acquisition programs at the Army's Troop Support and Readiness Command.

For Air Force Headquarters, Mr. McCord managed a project to improve the computer and communications support provided to



headquarters staff. The project involved installing a broadband LAN, identifying communication and information processing standards and security features, and designing the general technical framework through which the LAN and attached devices were to be used. The automated data processing environment included mainframe and minicomputer systems such as IBM 3032s, VAX 11/780s, and Honeywell DPS 8-70s; workstations; and gateway requirements to wide area networks such as MILNET and AUTODIN. Mr. McCord also contributed to the related development of the Unified LAN Architecture (ULANA). Booz, Allen developed standard LAN components specifications for ULANA to use throughout the Air Force.

Previously, Mr. McCord served in the Marine Corps in the infantry, reconnaissance, and data systems. Mr. McCord was also a primary system analyst at Headquarters, Marine Corps, where he evolved systems for the logistic community. He analyzed data communication requirements for developing logistic systems, managed system life cycles, designed data bases, and specified computer and communications hardware and software for acquisition.

Mr. McCord is a member of the Association for Computing Machinery (ACM), several ACM special interest groups, the Institute of Electrical and Electronics Engineers, and the Armed Forces Communications and Electronics Association. He holds a Top Secret security clearance.



Esther Thomas Smith
1953 Gallows Road, # 130
Vienna, Virginia 22180
(703) 848-2800

President, TechNews, Inc., Founder and Publisher, *Washington Technology*.

In 1985 Mrs. Smith organized the company that publishes a local technology business newspaper for the Metropolitan Washington-Baltimore technology community. From an initial circulation of 10,000 in April, 1986, the bi-weekly newspaper now has a circulation of more than 32,000 among managers and professionals in more than 7,000 area technology companies and in technology-oriented university and federal government programs. The estimated readership per issue is more than 105,000.

Business writer and communications consultant, 1982-1985.

During this period when Mrs. Smith accompanied her husband on an assignment away from the area she wrote articles on business trends and personal finance for a number of local and national periodicals.

**Founding Editor, *Washington Business Journal* (1982)
and *Business Review of Washington* (1978).**

Mrs. Smith was founding editor and general manager of the area's first independent business newspaper, and later served the same role in the founding of a Scripps-Howard business journal, since acquired by American City Inc.

Communications consultant, 1981.

Mrs. Smith advised the regional office of a Big 8 accounting firm, an international public relations firm and a national law firm on marketing professional services in the region.

Affiliations:

Mrs. Smith is a charter member of the Women's Forum of Washington; a former member of the board of the National Association of Military Families; a founding member of the board of the M.I.T. Enterprise Forum; and a member of the advisory board of Northern Virginia Community College. She is founder of the Washington Technology Council and a co-founder of the Washington Technology Foundation. She has been listed in Who's Who of American Women since 1982.

Education:

Mrs. Smith obtained a bachelor's degree in English and Philosophy from Agnes Scott College.



HARRY W. SCHLOUGH
ARTHUR ANDERSEN & COMPANY
MANAGEMENT INFORMATION CONSULTING DIVISION

Background

Mr. Schlough is an Experienced Manager in the Management Information Consulting Division of Arthur Andersen & Co.'s Chicago office. He has a broad background in the development of large integrated online systems for both public and private sector clients. Mr. Schlough is experienced in all aspects of the software engineering lifecycle, from planning and design through implementation, training and production systems support. He is the Technology Coordinator for the Management Information Consulting Division in the area of Document Storage and Retrieval Systems.

Mr. Schlough holds a Bachelor of Arts Degree in Economics from Northwestern University, Evanston, Illinois.



BIOGRAPHY

Frank McDonough has been the Deputy Commissioner of the Information Resources Management Service in GSA for eight years.

In this job, he gets involved in most of the big ADP, Telecommunications, and Records Management issues in the Government.

Frank has been in information management jobs for twenty five years with experience in Navy, HHS, Treasury, and IBM before GSA.

Frank has tended to concentrate on emerging governmentwide issues; and, he tries to anticipate these early when there is still time to negotiate among all the different interest groups in agencies, Congress, and in the vendor community. He has for example, been an influence in the following subjects:

1. Development of a modernization program for Federal computer technology.
2. Assigning more GSA authority and responsibility to Agency IRM Officials.
3. Establishment of the Go-for-12 program to speed up major acquisitions.
4. Establishment of the Trail Boss program to help the managers of major acquisitions.
5. Development of guidelines to ensure that handicapped employees are not left behind as electronic technology is introduced throughout the government.

Most of what Frank works on has an effect on each of us and our organizations.



MS. BRENDA J. MISMAS

SOFTWARE PROJECT MANAGER

Federal Software Management Support Center

Office of Software Development and Information Technology
U.S. General Services Administration

Ms. Mismas is a Project Manager for the Federal Software Management Support Center, a fully reimbursable subsidiary operation of the General Services Administration's Office of Software Development and Information Technology. She has held that position since 1982.

The Software Center specializes in the development, implementation and management of software programs, primarily software conversion and renewal, on a Governmentwide basis. It's client list includes virtually every major agency of the Federal Government and accounts for the management of projects valued, in the aggregate, at over \$100 million annually.

Ms. Mismas has fifteen years experience working in various areas of the data processing field within the Federal Government. Her specific background includes:

- o 9 years with various Department of Defense agencies, specializing in software maintenance, development, improvement, and conversion projects; and
- o 6 years with the Software Center, in the general areas of software contracting and contract management for major software projects.

In addition to supporting specific client agency software projects, Ms. Mismas counts her support in the areas of development of the Software Center's Multiple Award contract, the development of a report on Fourth Generation Languages, and assistance with the establishment of a contract for commercial Financial Management Software as her most important contributions toward advancing the state of software management throughout the Federal Government.

Ms. Mismas has undergraduate degrees in Zoology and Psychology, and has completed numerous graduate courses in Information Systems. She resides in Arlington, VA.



VITA

JOHN J. LANE

John J. Lane is Vice President and Deputy of the Network Systems Division of Computer Sciences Corporation. In that capacity he reports directly to the Division President, providing general oversight of all Division operations and support areas, as well as exercising line management over all new business development, planning and IR&D activities. He previously served at CSC as Vice President for Planning of the Systems Group of CSC, the nation's largest independent information sciences company. His responsibilities included development of tactical business plans, five year strategic plans and coordination of the research and development program.

He came to CSC from the Department of Justice, where he served both as Deputy Assistant Attorney General, heading the Office of Information Technology, and as Special Advisor for Technology to the Deputy Attorney General. At the Department of Justice, Mr. Lane had both staff and operational responsibilities, exercising departmental level oversight of division, office and bureau programs, providing technical guidance, and operating the Department's common user telecommunications, centralized computer centers and law libraries.

Mr. Lane served in the Department of Defense for 25 years, in both military and civilian capacities, retiring from the Air Force in the grade of Colonel. As Director of Information Systems for the Assistant Secretary of Defense for Command, Control, Communications and Intelligence (ASD C3I) for five years, he exercised policy and program oversight of strategic information systems, data communications networks, Service and Defense Agency communications programs, the information security program and major portions of the Defense Communications System.

Mr. Lane's many professional recognitions include an Air Force Project Manager of the Year Award, the Air Force Communications-Electronics Professionalism Award and the AFCEA Honor Award for C3I Research for his book analyzing the evolution of C3 systems during the Vietnam conflict.

His graduate work includes degrees in Law, Business Administration, and Computer Science. He is a member of the bar in Virginia and the District of Columbia. He is also a member of the Armed Forces Communications and Electronics Association (AFCEA), the Air Force Association, the American Institute of Aeronautics and Astronautics (AIAA), the D. C. Chapter Law Forum, the Computer Law Association, Phi Kappa Phi, the Science and Technology Section of the American Bar Association and the Association for Federal Information Resource Management.

Mr. Lane and his wife, Marie, reside in Great Falls, Virginia.



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Providing Solutions to Federal Information Processing Problems

JUNE 9-10, 1988

Registration Form



Yes, I plan on attending the conference.

Name Steven H. Goodman Title Principal

Company Name Arthur Andersen & Co.

Address 1666 K Street, NW City Washington, DC 20006

Phone 202-862-3314

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

C. Thomson Ross, Partner 202-862-3195

Stanley J. Gutkowski, Partner 202-862-3373

Enclosed is a check for the additional attendees.

Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
Each additional attendee is \$150.00.

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Registration Form

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Name JOAN J. HOGARTH Title BUSINESS PLANNER
Company Name AT&T FEDERAL SYSTEMS
Address 1120 20th ST NW 4th Fl City WASHINGTON, DC
Phone 202-457-3054

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

JOAN RAFFERTY H. WAYNE PACINE
STRATEGIC PLANNER DISTRICT MANAGER - STRATEGIC PLANNING
AT&T FEDERAL SYSTEMS AT&T FEDERAL SYSTEMS
1120 20th ST NW 9th Fl 1120 20th ST NW 4th Fl
WASHINGTON, DC WASHINGTON, DC
202-457-2615 202-457-7462

Enclosed is a check for the additional attendees.
 Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
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JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name NICK McDUFFIE Title MGR, INFO TECH SAC
Company Name BECHTEL EASTERN POWER CORP.
Address 15740 SHADY GROVE ROAD City GAITHERSBURG, MARYLAND 20878
Phone 301-258-4022

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Enclosed is a check for the additional attendees.
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Boeing Computer Services

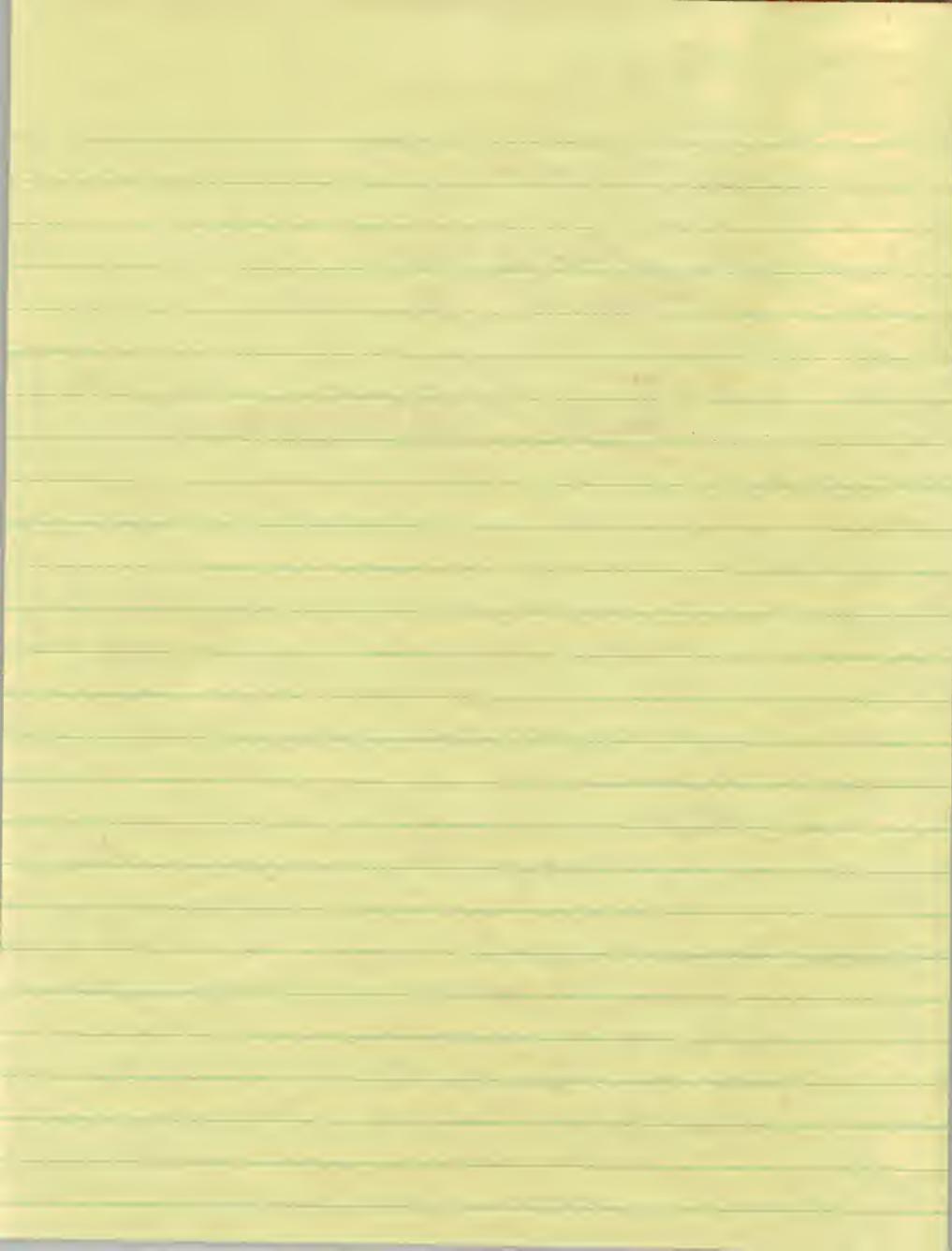
Barbara Flakerty

Paul Proswimmer

Manager of Markets Info

James L. Smith

Director of New Business Development



4/17/88

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Providing Solutions to Federal Information Processing Problems

JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name Donna Dura Title _____

Company Name Booz, Allen & Hamilton

Address 4330 East West Hwy. City Bethesda, MD

Phone 951-2200

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Sheila Barry

George Watson

Enclosed is a check for the additional attendees.

Bill my company for the additional attendees.

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Each additional attendee is \$150.00.

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MAY 31, 1988

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JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name Walter A. Kennedy Title Dir. of Strategic Planning

Company Name Contel-Federal Systems Div.

Address 12015 Lee Jackson Highway City Fairfax, Va. 22033-3344

Phone 703-359-7411

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Merry Ellen Korpan Market Research Analyst

Corinna Slepian Market Analyst

Enclosed is a check for the additional attendees.

Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
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Providing Solutions to Federal Information Processing Problems

JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name N. LENWOOD LEE Title PROGRAM MGR., MARKETING

Company Name CONTROL DATA CORPORATION

Address 1500 PERIMETER PARKWAY - SUITE 1170 City HUNTSVILLE, AL. 35806

Phone 205/721-6200

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Bob Cunius, Program Marketing Manager Larry Dyer, Program Marketing Mgr.

CONTROL DATA CORPORATION CONTROL DATA CORPORATION

6003 EXECUTIVE BLVD. 6003 EXECUTIVE BLVD.

ROCKVILLE, MD. 20852-3860 ROCKVILLE, MD. 20852-3860

301/468-8067 301/468-8582

Enclosed is a check for the additional attendees.

Bill my company for the additional attendees.

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Please return this form by May 26, 1988 to:

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1280 Villa Street
Mountain View, CA 94041-1194

WHILE YOU WERE OUT MESSAGE	TO	James	DATE	6/1	TIME	9:30
	FROM	Shirley Brae	EXT. NO.	205	DISP.	721-
OR	Control Data Corp.	SECTION		6200		
<p>Larry Dyer Bob Curious Leonwood Lee June 9 & 10 Mac Jean, Va.</p>						
SIGNED				Joe Dalton Program Mgr., Marketing		
PHONE				NO. 23-376-200 SETS		
AMPAD NO. 23-176-400 SETS						

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Information Processing Problems**

JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name Linda Woods Title Market Analysis ManagerCompany Name DIGITAL EQUIPMENT CORPORATIONAddress Continental Blvd. City Merrimack, NH 03054Phone 603-884-4394

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

registered 5/27/88 by phone w/Jan Willy/No charge unless notified.

Enclosed is a check.

Bill my company on PO # _____

Note: The first attendee from your organization attends at the fee of \$695.
Each additional attendee is \$150.00.

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Registration Form

Yes, I plan on attending the conference.

Name E. J. Dale Title Vice President, Civilian Advanced Programs
Company Name Electronic Data Systems
Address 6930 Rocklodge Drive City Bethesda, MD 20817
Phone (301) 567-1851

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Scott Parker

(301) 564-3331

Jim Poisant

(301) 564-3047

Enclosed is a check.

Bill my company on PO # _____.

Note: The first attendee from your organization attends at the fee of \$695.
Each additional attendee is \$150.00.

Please return this form by May 26, 1988 to:

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Check Box
#695
\$300



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JUNE 9-10, 1988

Registration Form

REGISTRATION
MAY 13, 1988

Yes, I plan on attending the conference.

Name Judy Cavanaugh Title Sr. Market Analyst

Company Name Grumman Data Systems

Address 6862 Elm Street City McLean, Va 22101

Phone (703) 556-7431

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

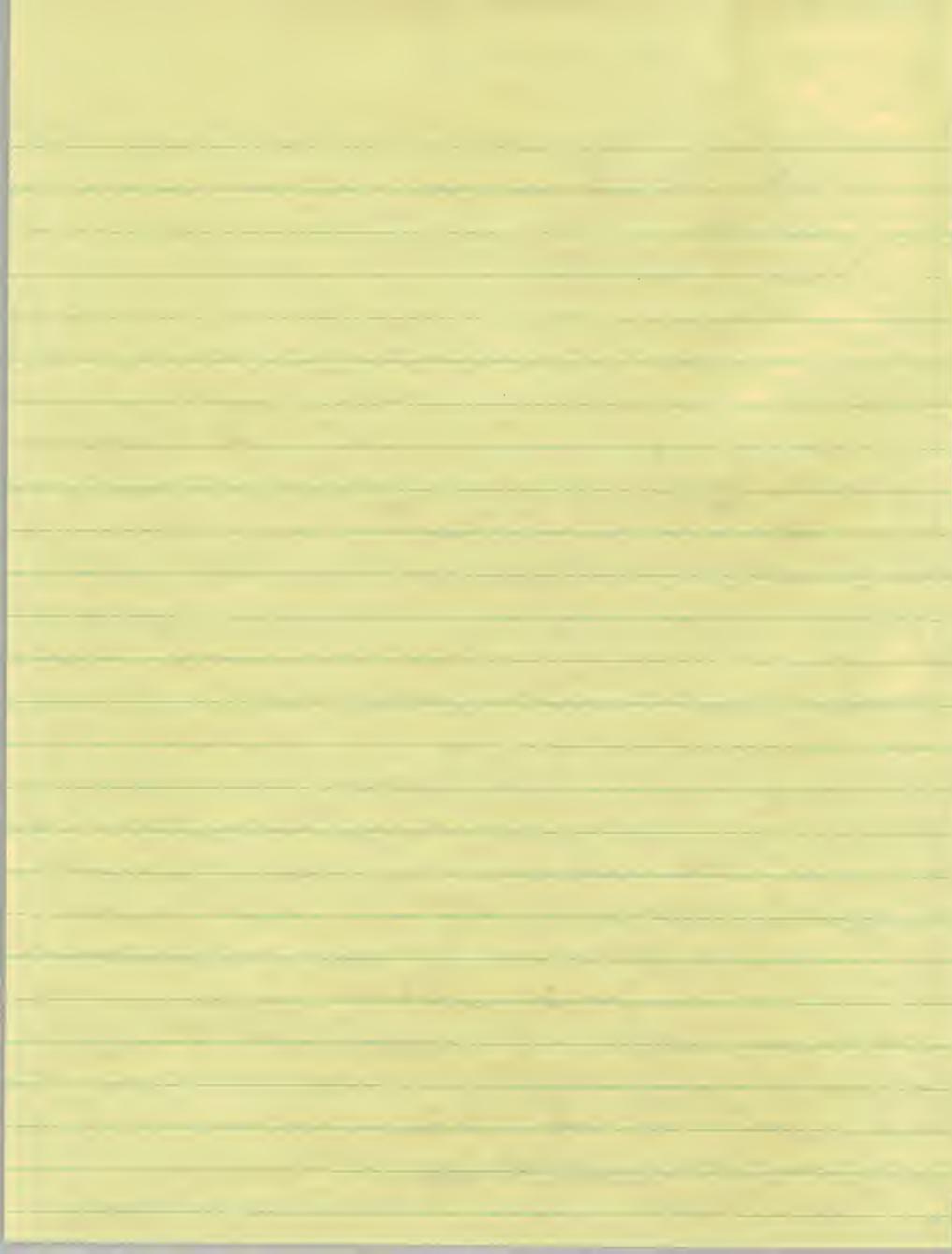
- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

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John Farrell
Market Research Analyst
Brunswick Data Systems



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Yes, I plan on attending the conference.

Name Ron Meldau Title Market Analysis
Company Name IBM FS-510
Address 1755 S. Jefferson Davis Highway City Arlington, VA 22202
Phone 703-769-2225

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

- Enclosed is a check for the additional attendees.
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Yes, I plan on attending the conference.

Name R. J. BLANKEN Title SR MARKETING REP
Company Name IBM
Address 3700 BAY AREA BLD City HOUSTON, TEXAS
Phone 713-282-8247

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

- Enclosed is a check for the additional attendees.
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Yes, I plan on attending the conference.

Name Douglas R. Wilder Title MGR. BUS. ANALYST
Company Name IBM SYSTEMS INTEGRATION DIV.
Address 1600 Rockledge Dr. City BETHESDA, MD
Phone 301-493-1391 Zip 20817

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

W. KENNETH HAMRICK (6/10 only) SENIOR SR. BUS. PLANNER

Enclosed is a check for the additional attendees.
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Yes, I plan on attending the conference.

Name Vincent Obsitnik Title Director, Federal Systems
Company Name IBM Corporation Business Development
Address 6600 Rockledge Drive City Bethesda, MD 20817
Phone 301/493-1533

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Robert D. Flanagan (Bob)

301/493-1447

Enclosed is a check for the additional attendees.
 Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
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Montgomery Shulman

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Yes, I plan on attending the conference.

VICTORIA FORE

Name VICTORIA FORE Title Marketing & Sales Rep.

Company Name Input Output Computer Services

Address 122 C Street NW. Suite 500 City Washington, DC.

Phone 202 628-4700

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)
John Buck

Gregory Shaw

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
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Yes, I plan on attending the conference.

Name James J. Heigl, Jr. Title General Manager

Company Name Litton Computer Services

Address 1831 Michael Faraday Drive City Reston

Phone 703/471-9200

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

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May 4, 1988
MAIL-IN FORM

Yes, I plan on attending the conference.

Name Gayle Williams Title Manager, Federal Marketing

Company Name Litton Computer Services

Address 1831 Michael Faraday Drive City Reston, VA 22090

Phone (703) 471-9200

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
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Yes, I plan on attending the conference.

Name Ralph Bain Raymond W. Wolfe Title Director of Advanced Programs
Name Raymond W. Wolfe Title VP Business Development
Company Name Litton Computer Services
Address 1300 Villa St. City Mt. View
Phone 415-966-7532

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Keith Erdman, WDC Marketing Manager
490 L'Enfant Plaza E., SW
Suite 8206
Washington, D.C. 20024

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
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Yes, I plan on attending the conference.

Name Ed Colbert Title Director, Business Development
Company Name MARTIN MARRIETTA
Address 6303 IVY LN. City GREENBELT, MD.
Phone (301) 982 6152

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

_____	_____
_____	_____
_____	_____
_____	_____

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

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Yes, I plan on attending the conference.

Name Dennis A. Brekhus Title Manager - Washington Operations

Company Name McDonnell Douglas Federal Systems Company

Address 1225 Jefferson Davis Hwy. City Arlington, VA

Phone 703-553-4104

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Julia T. Susman

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
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Registration Form

Yes, I plan on attending the conference.

Name Russell N. Service Title Director
Company Name McDONNELL Douglas Corp-Federal Programs
Address 2070 Chain Bridge Rd City Vienna, Virginia
Phone 703-556-7932

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Charles Kider

Bill Scheitler

Enclosed is a check for the additional attendance.

Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee. Each additional attendee is \$150.00.

Please return this form by May 28, 1988 to:

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JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name Deborah Fuller Title Program Dev Rep

Company Name Network Solutions

Address 8229 Boone Blvd City Vienna VA 22180

Phone 703/442-0400

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Karen Crouse Assistant to Asst. V.P. Minority

—

Answers to the Test

Business Relations

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee. Each additional attendee is \$150.00.

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RECENT INNOVATION IN THE RAIL AND SEAPORTS MASTERS PROGRAM

Providing Solutions of Federal Information Processing Problems

INCE-10-168

Information from

What I plan on developing the conference

Keynote Speaker

Mr. Thomas G. Donahue
Chairman, National
Transportation
Safety Board
Mr. John C. Voss
Vice Chairman
Board

Information will include a discussion of the
recently proposed legislation and its impact on
the rail and seaport industry.

Information will also include a discussion of
the recent changes in the rail and seaport industry
and their impact on the rail and seaport industry.

Information will also include a discussion of the
recent changes in the rail and seaport industry

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INCE-10-168

Information will also include a discussion of the
recent changes in the rail and seaport industry

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Yes, I plan on attending the conference.

Name Robert E. Lohfeld Senior Vice President
Title Strategic Planning Group
Company Name OAO CORPORATION
Address 7500 Greenway Center City Greenbelt, MD 20770-3585
Phone 301-345-0750

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Eileen M. Mowle

William Hill

Enclosed is a check for the additional attendees.

Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
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Yes, I plan on attending the conference.

Name Alan Baldinger Title Strategic Planning Analyst

Company Name Planning Research Corp.

Address 1500 Planning Res. Drive City McLean, Va. 22102

Phone (703) 556-1622

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Enclosed is a check.

Bill my company on PO # _____.

*Paid in full
Check # 1015692
plus*

Note: The first attendee from your organization attends at the fee of \$695.
Each additional attendee is \$150.00.

Please return this form by May 26, 1988 to:

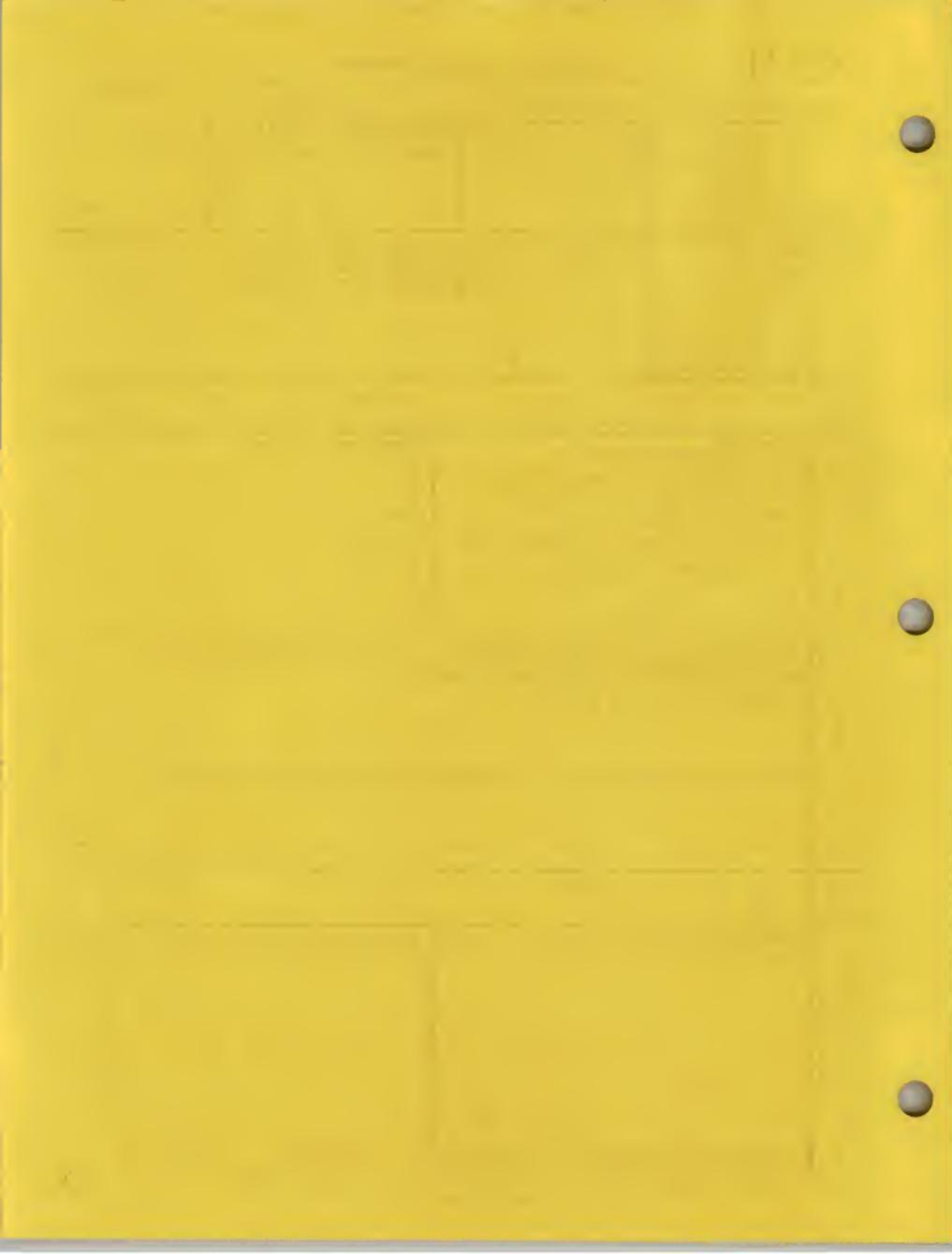
Jan McDaniel, Marketing Manager
INPUT
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INPUT

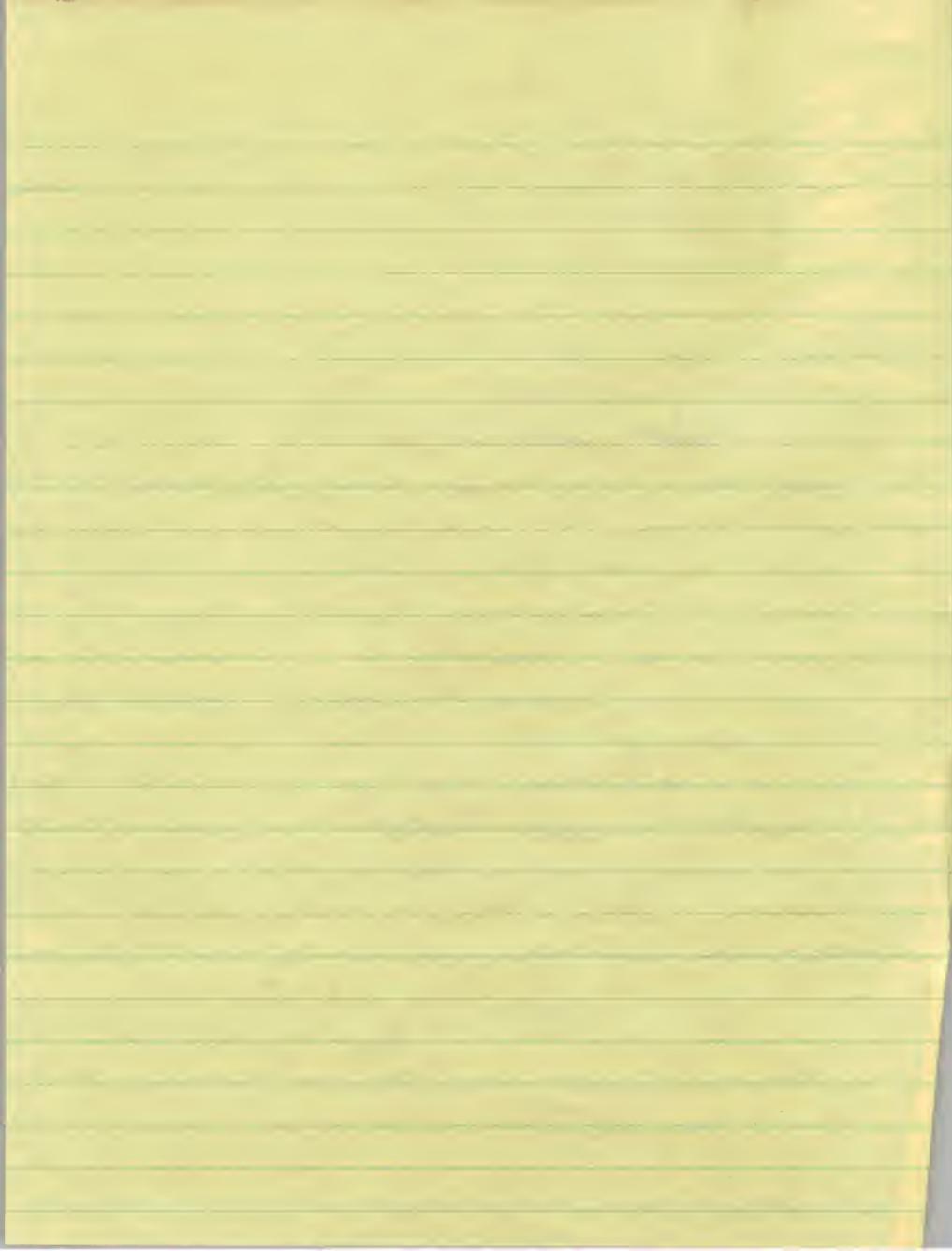
ORDER/INVOICE/FULFILLMENT

ORIGINATOR (SIGNATURE) Jan D. Woolley							DATE: 5/27/88		APPROVALS		
ACTIVITY	<input type="checkbox"/> NEW ORDER <input type="checkbox"/> RENEWAL <input type="checkbox"/> CONTINUATION <input type="checkbox"/> CHANGE <input type="checkbox"/> CANCEL <input type="checkbox"/> SPECIAL:		<input type="checkbox"/> FULFILLMENT ONLY <input type="checkbox"/> SINGLE INVOICING <input type="checkbox"/> MULTI-INVOICING: NO. INVOICES _____ <input type="checkbox"/> PENDING:		COMMISSION TO: <u>Dave R</u> 100%		SOLD BY: <u>Dave R</u> 100%		V.P. SALES/RES.	V.P. FIN.	
									DATE	DATE	
PRODUCT	<input type="checkbox"/> SUBSCRIPTION <input type="checkbox"/> CUSTOM <input type="checkbox"/> MULTICLIENT <input type="checkbox"/> REPORTS <input type="checkbox"/> COPIES <input type="checkbox"/> CONSULT/PRESENT. <input type="checkbox"/> TAPES/MATERIALS <input type="checkbox"/> REIMBURSED COSTS		US	UK	PROD. I.D./YEAR	TITLE OR DESCRIPTION			AMOUNT		
					GOV8	Federal Information Systems and Services Program Conference			\$695		
CLIENT AUTH.	P.O. # _____							INPUT CONTRACT <input type="checkbox"/> LETTER <input type="checkbox"/> VERBAL <input type="checkbox"/>			
	ATTACH ALL AUTHORIZING DOCUMENTS TO WHITE (CONTRACT) COPY. CONTRACT YR: _____ TO _____										
ORIGINATOR	SHIP TO: * <u>MS. MRS Alan BalMinger</u> NAME _____ TITLE _____ COMPANY _____ ADDRESS _____ McLean, VA 22102					INVOICE TO: (IF DIFFERENT) NAME _____ TITLE _____ COMPANY _____ ADDRESS _____ _____ _____					
INVOICE	PHONE (703) 556-1622					PHONE () _____					
	* <input type="checkbox"/> Check here if more than one shipping address and attach names and addresses to green (fulfillment) copy.					* <input type="checkbox"/> Check here for address change to mail list.					
INVOICE TO READ: (FOR OTHER THAN STANDARD WORDING) Paid in Full, Check # 1015692											
SPECIAL INSTRUCTIONS FOR HANDLING, BILLING, STAGGERED OR DELAYED PAYMENTS, ETC.											
O.I.F. ONLY	INV. COMP.	BY:	DATE:		CLIENT #:	ORDER #:	INV. #:	MULTI-INVOICING OF _____			
	ITEM DESCRIPTION OR TITLE		NO.	BY	DATE	ITEM DESCRIPTION OR TITLE		NO.	BY	DATE	
ORIGINATOR/SHIPPING FULFILLMENT	GOV8										
FULFILLMENT TO BE COMPLETED IN: <input type="checkbox"/> CORPORATE <input type="checkbox"/> LONDON <input type="checkbox"/> OTHER _____											



Mike Daniels
Vice President
SAIC

Lew Taynton
SAIC



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JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name Henry V. Di Nunzio, Jr. Title Supervisor

Company Name **SYSCON Corporation**

Address 484 Viking Drive - Suite 300 **City** - **State** - **Zip**

Phone (804) 486-4411

Please complete the following:

Please complete the following:
Names and titles of other attendees (give address if known)

Don Hewitt - PROCONSUL
6150 Loch Raven Drive
McLean, VA 22101-3130

Jay Hargrove - SYSCON
2828 Pennsylvania Avenue, N.W.
Washington, D.C. 20007

Jack Overcash - SYSCON
3990 Sherman Street

San Diego, CA 92110

Enclosed is a check for the additional attendees.
 Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee. Each additional attendee is \$150.00.

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JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name James E. Dugsy Title Senior Consultant
Company Name Systemhouse, Federal Systems Group
Address 1010 North Glebe Road City Arlington, VA
Phone 703-284-4828

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Mr. Bill Lindsay Program Development Manager
Mr. Ken Jones Program Development Manager

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

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May 9 1988
Mountain View

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JUNE 9-10, 1988

Registration Form

Yes, I plan on attending the conference.

Name George A. Thompson Title President
Company Name Technology Solutions, Inc.
Address 299 Herndon Pkwy #206 City Herndon
Phone (703) 834-3100

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Gary R. Stevens, V. President

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

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Yes, I plan on attending the conference.

Name Cynthia Hull Title Manager, Strategic Planning
Company Name Unisys Defense Systems
Address 8201 Greensboro Dr. Suite 900 City McLean VA 22102
Phone 703/847 - 3412

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Raymond Kane, Director of Marketing, Fort. Services Div.

P. Ray McInnis, Director of Marketing, Major Programs

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

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Registration Form

Yes, I plan on attending the conference.

Name Ash Bizzul Title Director Market Development

Company Name U S WEST, Inc.

Address 6200 So. Quebec, Suite 310 City Englewood, CO 80111

Phone 303-889-6243

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

Enclosed is a check.

Bill my company on PO # 885062

Note: The first attendee from your organization attends at the fee of \$695.
Each additional attendee is \$150.00.

Please return this form by May 26, 1988 to:

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Mountain View, CA 94041-1194



MEMORANDUM

DATE: April 29, 1988

TO: JOHN FRANK, JIM KERRIGAN

CC: JAN McDANIEL

FROM: CHERYL ACHESON

RE: FISSP MAILING

ATTACHED YOU WILL FIND THE MAILING FOR THE JUNE 9 & 10, FISSP CONFERENCE. IT WAS SENT TO ALL CURRENT NAMES ON THE FISSP FULFILLMENT LIST. PLEASE CALL ME IF YOU HAVE ANY QUESTIONS.



INPUT, Inc.

8298 C, Old Courthouse Road, Vienna, VA 22180 (703) 847-6870

April 28, 1988

Mr. Timothy F. Shaw
Vice President
VIAR AND COMPANY
300 N. Lee Street
Alexandria, VA 22314

Dear Timothy:

Plans for INPUT's fifth annual Federal Information Systems and Services conference are finalized. The dates for this one and one-half day event are June 9 and 10, 1988.

This year's conference theme is "Providing Solutions to Federal Information Processing Problems." The one and one-half days will focus on the industry's ability to provide solutions to federal information processing. With reduced staff, greater productivity demands and more-complex and visible tasks the government is looking to the information services industry for solutions. The conference will address these challenges and the industry efforts to answer them with systems integration, professional services, software technology and telecommunications. A conference agenda is enclosed for your perusal.

The location for the conference is the Tysons Corner Marriott in McLean, Virginia. A block of rooms have been reserved for conference attendees. Please make your room reservations directly with the hotel by calling (703) 734-3200 and mentioning the INPUT conference.

The conference will start at 9:00 on Thursday morning with registration and continental breakfast beginning at 8:30 a.m. The first three representatives from your organization can attend the conference at no charge. Additional attendees are encouraged to attend at a nominal fee of \$150 per attendee. Please return the enclosed registration form to Jan McDaniel by May 26, 1988.

If you have any questions about the conference, contact Jan at INPUT's headquarters office (415) 961-3300 or Jim Kerrigan at (703) 847-6870. We are looking forward to presenting this information to you in June.

Sincerely,

John E. Frank
John E. Frank
Vice President



INPUT

Federal Information Systems and Services Program Conference
June 9-10, 1988
Marriott Tysons Corner
McLean, VA

Providing Solutions to Federal Information Processing Problems

Preliminary Agenda

Thursday, June 9

8:30-9:00 Registration - Continental Breakfast

9:00-9:15 "Welcome" -
John E. Frank, Vice President, INPUT

9:15-10:05 "Federal Information Technology Forecast" -
John E. Frank

10:05-10:20 *Break*

10:20-11:10 "Industry's Role in Federal Information Processing" -
Francis A. McDonough, Deputy Commissioner
for Federal IRM, General Services
Administration

11:10-11:25 *Break*

11:25-12:15 "Directions in Large Systems Integration" -
Dr. Paul Oliver, Vice President
BOOZ-ALLEN & HAMILTON

12:15-1:30 *Lunch*

1:30-2:20 "Information Processing at NASA" -
Russell Rice, Director,
ADP Management and Policy Division, NASA

2:20-2:35 *Break*

2:35-3:25 "An Overview of the Technology Marketplace" -
Esther Smith, Publisher,
WASHINGTON TECHNOLOGY

3:25-3:40 *Break*

3:40-4:30 "Software Management Issues" -
Brenda Mismas, Software Project Manager,
General Services Administration

4:30-4:40 *Break*

4:40-5:15 FISSP Dialogue - 1989 Research

5:15-7:00 *Wine and Cheese Reception*

Friday, June 10, 1988

9:00-9:50 "Navy's Future in Information Systems" -
Admiral Harry R. Quast, USN, Director, IRM

9:50-10:05 *Break*

10:05-10:55 "Networking - The Solution. . . And the
Challenge" -
John J. Lane, Vice President, Network
Systems Division, COMPUTER SCIENCES
CORPORATION

10:55-11:10 *Break*

11:10-12:00 "The Securities and Exchange Commission EDGAR
Project" -
Marty Brown, Partner, ARTHUR ANDERSEN

12:00-12:15 "Conference Wrap Up" -
John E. Frank, INPUT

12:15 *Lunch*

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Providing Solutions to Federal Information Processing Problems

JUNE 9-10, 1988

Registration Form



Yes, I plan on attending the conference.

Name _____ Title _____

Company Name _____

Address _____ City _____

Phone _____

Please complete the following:

Names and titles of other attendees (give address and phone if different from above)

- Enclosed is a check for the additional attendees.
- Bill my company for the additional attendees.

Note: The first three attendees from your organization may attend at no fee.
Each additional attendee is \$150.00.

Please return this form by May 26, 1988 to:

Jan McDaniel, Marketing Manager
INPUT
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